
SUTTONS MOTORS ADDS MORE DEALERS AND VEHICLES TO CARLY AND DRIVEMYCAR FLEETS

- + Further agreement signed with leading NSW dealer group, Suttons Motors to add five additional dealerships and more vehicles to **Carly** and **DriveMyCar** businesses
- + Increases supply of quality new vehicles to meet car subscription, rental and rideshare rental demand in Sydney, in advance of the peak seasonal rental period and accelerating growth of **Carly** vehicle subscription
- + Suttons Motors operates 24 franchised motor vehicle dealership sites, covering 27 different franchises, mainly located in the Sydney region.

Collaborate Corporation Limited (ASX:CL8) (**Collaborate** or the **Company**) is pleased to announce that further to the announcement on 19 June 2019 of a vehicle supply agreement with Suttons Motors, one of the largest motor vehicle dealerships in New South Wales, a further agreement has been signed to enable five additional Suttons Motors dealerships to supply vehicles for subscription via the **Carly** vehicle subscription platform and for rental demand via **DriveMyCar**.

This new agreement includes Suttons Arncliffe, Chullora & Homebush, Mosman Toyota and Volvo Lindfield and follows a successful collaboration with the Suttons City dealership which initially included new Kia vehicles and has recently expanded to include new Nissan and Holden models. **Carly** and **DriveMyCar** customers will benefit from access to a wider range of vehicles, from more manufacturers and a larger number of convenient pick up locations,

The December Quarter traditionally delivers the strongest revenue for Collaborate's **DriveMyCar** rental and rideshare rental business due to increased demand during the summer holiday period. This December 2019 Quarter will for the first time benefit from additional demand from **Carly** vehicle subscription. The extra pick up locations, volume and range of vehicles provided by Suttons Motors will assist in meeting this demand across Sydney.

Chris Noone, Collaborate CEO said "Suttons Motors are at the forefront of meeting the changing needs of today's motorists and are reaping the benefits of providing customers with more flexible access to cars. This expansion of Suttons vehicle fleet and dealer sites demonstrates that subscription works for dealers and can play a vital role in generating additional revenue in a shifting automotive climate. This new deal comes at an ideal time to support accelerating demand for **Carly** and increased holiday demand for **DriveMyCar**. We are privileged to have such a strong and committed partner as Suttons Motors and look forward to continuing the expansion of our relationship."

Carly and **DriveMyCar** provide the technology platform to facilitate and manage the subscription and rental relationships between dealerships and vehicle subscribers or renters. **Carly** and **DriveMyCar** run a capital light business model that is dependent upon the supply

of vehicles by its strategic partners. **Carly** and **DriveMyCar** continue to have an excess of demand for vehicles above the available supply of vehicles on the platform. **Carly** generates revenues when vehicles are subscribed to via **Carly**, with a recent average revenue per month of \$303 per subscribed vehicle, based on an average monthly subscription value of \$863 per month (excluding GST) (refer to Collaborate's Investor Presentation released to ASX on 2 July 2019).

The transition of consumer preferences from the purchase of vehicles to utilising vehicle subscription services is expected to take time and therefore, whilst the potential market size for the **Carly** subscription offering is extremely large, the business model is new and take up by consumers and market penetration cannot be predicted accurately. It is therefore not possible to quantify the financial impact of this additional supply agreement on Collaborate in any given time frame.

Authorised by:

Chris Noone
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Collaborate Corporation Limited

About Collaborate Corporation Limited

Collaborate Corporation Limited is listed on the Australian Securities Exchange (ASX:CL8). It is Australia's leading listed company focused on 'collaborative consumption', 'peer-to-peer' or 'sharing economy' business model with a strong focus on mobility solutions. Collaborate's core business is www.DriveMyCar.com.au Australia's leading peer-to-peer car rental business, complemented by www.Carly.co, Australia's first flexible car subscription offering. Other businesses include www.MyCaravan.com.au a leading peer-to-peer caravan rental business; and www.Mobilise.com a rental marketplace for under-utilised assets. Through our proprietary trust and reputation platform, www.peerpass.com.au we create 'trust' between individuals and make it possible for people and companies to safely transact with each other in the sharing economy.